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STATE OF DELAWARE
DEPARTMENT OF STATE

DIVISION OF PROFESSIONAL REGULATION

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PUBLIC MEETING NOTICE:	REAL ESTATE EDUCATION COMMITTEE
MEETING DATE AND TIME:	Thursday, February 7, 2013 at 9:30 a.m.
PLACE:	Division of Professional Regulation 861 Silver Lake Boulevard, Cannon Building Second Floor Conference Room A Dover, Delaware

AMENDED AGENDA

(Amended items are denoted with an asterisk)

- 1.0 Call to Order
- 2.0 Review and Approval of Minutes
 - 2.1 Meeting Minutes – January 3, 2013
- 3.0 Unfinished Business
 - 3.1 Continuing Education Audit
 - 3.2 Review Draft of Proposed Regulatory Changes to the Education Guidelines Allowing the Hours Accumulated after Successful Completion of the Broker's Pre-Licensing Course towards the Required Continuing Education – Ms. Benson
 - 3.3 Discussion Regarding Hosting an Informational Workshop for Course Providers
 - *3.4 Review Request for Reconsideration from Leland Scott Berry
 - *3.5 Review Previously Tabled Instructor Application for Matt Longo
- 4.0 New Business
 - 4.1 Update from the Commission – Ms. Benson & Mr. Doyle
 - 4.2 Review of Course Provider Applications
 - 4.2.1 Course Provider: Delaware School of Real Estate

4.2.1.1 Course Title: Broker Price Opinion/CMA Course
Credit Hours: 3.0
Module: 6

4.2.1.2 Course Title: Business Planning and Marketing including Social Media
Credit Hours: 3.0
Module: 7

4.2.2 Course Provider: Real Estate Institute of Delaware, LLC.

4.2.2.1 Course Title: Associate Broker and Broker Licensing Course
Credit Hours: 99.0
Broker's Licensing Course

4.2.3 Course Provider: The Frederick Academy of Real Estate

4.2.3.1 Course Title: Residential Leasing
Credit Hours: 3.0
Module: 6

4.2.3.2 Course Title: Property Management Course 1
Credit Hours: 3.0
Module: 6

4.2.3.3 Course Title: Property Management Course 2
Credit Hours: 3.0
Module: 6

*4.2.4 Course Provider: Home Builders Association of Delaware

4.2.4.1 Course Title: Communicating the Value of High Performance Green Homes
Credit Hours: 3.0
Module: 7

4.2.4.2 Course Title: Building Science and the Opportunities from Change
Credit Hours: 3.0
Module: 7

*4.2.5 Course Provider: Sussex County Association of Realtors

4.2.5.1 Course Title: Introduction to Commercial Real Estate
Credit Hours: 3.0
Module: 6

*4.2.6 Course Provider: Ward & Taylor LLC

4.2.6.1 Course Title: Legislative Landmines
Credit Hours: 5.0
Module: 6

*4.2.7 Course Provider: Joseph A. Giordano, Esquire

4.2.7.1 Course Title: DE Statewide Agreement of Sale for Residential Property
Credit Hours 3.0
Modules: New Licensee Module 2, Continuing Education Module 3

*4.2.8 Course Provider: DE Chapter, National Association of Housing & Redevelopment Officials

4.2.8.1 Course Title: Fair Housing Amendments Act of 1988
Credit Hours: 3.0

Module: 1

4.3 Review of Instructor Applications

4.3.1 Virginia Egan

Pre-Licensing Course: Orientation, Real Estate Mathematics

4.3.2 Eugene Millman

Continuing Education: New Licensee Modules 1 – 4, Continuing Education Modules 1 – 6, Continuing Education Module 7 – Blue Print to Success, Surviving & Thriving in Today's Market, Perfecting Your Listing Presentation, NAR's "At Home with Diversity", All GRI Courses

Pre-Licensing Course: Orientation, Real Estate Sales

Broker's Course: Brokerage (Sales Management), Real Estate Documents, Valuing Real Property, Ethics, Legal and Governmental Aspects of Real Estate

4.3.3 Christopher Cashman

Continuing Education: New Licensee Modules 1 – 4, Continuing Education Modules 1 – 6, and Continuing Education Module 7 – Business Planning & Marketing, HUD Training

4.3.4 Donna Greenspan

Continuing Education: Continuing Education Module 7 – Marketing & Social Media

4.3.5 Larry Tims

Continuing Education: New Licensee Modules 1 – 4, Continuing Education Modules 1 – 6

Pre-Licensing Course: Orientation, Real Estate Sales, Real Estate Mathematics

Broker's Course: Brokerage (Sales Management), Real Estate Documents, Valuing Real Property, Financing, Ethics, Real Estate Investment, Mathematics

*4.3.6 Paul Pantano

Continuing Education: New Licensee Modules 1 & 2, Continuing Education Modules, 3, 6 & 7 – Buying Bank Owned Homes, Buying a Fannie Mae Home

Pre-Licensing Course: Orientation

Broker's Course: Real Estate Documents, Real Estate Investment

*4.3.7 Joseph Giordano

Continuing Education: New Licensee Modules 1 – 4, Continuing Education Modules 1 – 6, and Continuing Education Module 7 – Common Listing Problems and Solutions

Pre-Licensing Course: Real Estate Law

*4.3.8 Gordon Cooke

Continuing Education: Module 7 – Building Science Principles, Green Housing Programs, High Performance Houses, HVAC Basics, Houses that Work, Indoor Air Quality/Mold/Moisture

*4.3.9 Michael Haritos

Continuing Education: New Licensee Modules 1 – 4, Continuing Education Modules 1 – 6

Pre-Licensing Course: Orientation, Real Estate Sales

*4.3.10 Colin McGowan

Continuing Education: New Licensee Modules 1 – 4, Continuing Education Modules 1 – 6, and Continuing Education Module 7 – Foreclosure, Appraising, Short Sales, RE Hot Buttons and Issues, Dispute Avoidance and Resolution, Environmental Issues, Anatomy of a House

Pre-Licensing Course: Orientation, Real Estate Sales

*4.3.11 Laura Robelen

Continuing Education: New Licensee Modules 1 – 4

Pre-Licensing Course: Orientation, Real Estate Sales

*4.3.12 Vincent White

Continuing Education: New Licensee Modules 1 – 4, Continuing Education Modules 1 – 6, Continuing Education Module 7 – Property Management, Residential Leasing, Risk Management Strategies, How to do Business in Incorporated Areas

Pre-Licensing Course: Orientation, Real Estate Sales, Real Estate Law

Broker's Course: Brokerage (Sales Management), Real Estate Documents, Valuing Real Property, Financing, Ethics, Legal & Governmental Aspects of Real Estate, Real Estate Investment

4.4 Review of Student Requests for Approval of Continuing Education Activities

4.4.1 Student Name: Christine Davis

Course Title: Certified Distressed Property Expert

Course Provider: Distressed Property Institute, LLC.

Credit Hours: 14.0

Module(s): 6 & 7

*4.4.2 Student Name: Cindy Benjamin

Course Title: NAR Ethics

Course Provider: Sussex County Association of Realtors

Credit Hours: 3.0

Module: Newly Licensed Salesperson Module 1

*4.4.3 Student Name: Linda Hallbrook

Course Title: NAR Ethics

Course Provider: Sussex County Association of Realtors

Credit Hours: 3.0

Module: Newly Licensed Salesperson Module 1

*4.4.4 Student Name: Bryan Barr

Course Title: Certified Distressed Property Expert

Course Provider: Distressed Property Institute, LLC.

Credit Hours: 14.0

Module(s): 6 & 7

*4.5 Review Request for Amendment to Previously Approved Instructor Application

4.5.1 Frank Serio

Requesting Approval for: New Licensee Modules 1 – 4, Continuing Education Modules 1 - 7

5.0 Correspondence

5.1 Review Correspondence from Christopher Moody, Director of Corporate and Community Programs with Delaware Technical and Community College

*5.2 Review Al Hause's Resignation Letter to the Committee

6.0 Other Business before the Committee (for discussion only)

7.0 Public Comment

8.0 Next Meeting – March 7, 2013

9.0 Adjournment

Please Take Note: To assure consideration of an application at a meeting, the Board office must receive all of these items no later than 4:30 p.m. ten full working days before the meeting date:

- Completed, signed and notarized application form,
- Fee payment, and
- All required documentation.

A final amended agenda will be published to reflect any items received after the original agenda is posted.

Unforeseen circumstances may result in a meeting being cancelled due to a lack of quorum.

Pursuant to 29 Delaware Code, Section 10004(e)(2), the Board shall pre-announce or pre-publish all Executive Sessions; however, such agenda shall be subject to change to include additional items including Executive Sessions which arise at the time of the body's meeting.

MEMBERS: PLEASE CALL THE BOARD OFFICE AT 302-744-4500 OR EMAIL customerservice.dpr@state.de.us IMMEDIATELY IF YOU CANNOT ATTEND THE MEETING. THANK YOU.